



Revision number:

Purchasing Agent: DEBBIE GUNDERSEN

**Item: DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM MAINTENANCE & TRAINING
(ROUTERS & SWITCHES) (WSCA)**

Vendor: 94839A Siemens Information & Communication Networks
10860 Gold Center Drive
Rancho Cordova, CA 95670

Internet Homepage: www.siemens.com

Telephone: (916) 636-2049

Fax number: (916) 636-2030

Contact: Tom Bylsma

Email address: thomas.bylsma@icn.siemens.com

Brand/trade name: Cisco

Price: SEE ATTACHED PRICE LIST

Terms: Net 30

Effective dates: 11/19/02 through 05/31/04

Days required for delivery: Varies by Product

Price guarantee period: Discounts good through term of Contract

Minimum order: None

Min shipment without charges: FOB Destination, Freight Prepaid

Other conditions: FOUR (1) YEAR RENEWAL OPTIONS.

NOTE: NEW CONTRACT FOR DATA COMMUNICATIONS EQUIPMENT.

Remit to: Siemens Information & Communications Networks
99076 B of A
99076 Collections Center Drive
Chicago, IL 60693

This Statewide Contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization requirements and procedure is detailed in the attachment to the contract. Orders may be placed only after Authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



AUTHORIZATION REQUIRED: DAS/ITS (INFORMATION TECHNOLOGY SERVICES) ADMINISTERS STATE AGENCY PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH) MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS AND MAY NOT PURCHASE DIRECTLY FROM THE CONTRACTOR. PLEASE CONTACT DAVID LEE AT 801-537-9251 OR JOHN STUCKI AT 801-538-3828 WITH DAS/ITS FOR ASSISTANCE. DAS/ITS WILL CHARGE STATE AGENCIES BASED ON DAS/ITS' UNIVERSAL SURCHARGE RATE PLAN. POLITICAL SUBDIVISIONS (SUCH AS HIGHER EDUCATION, PUBLIC EDUCATION, CITIES AND COUNTIES) MAY PURCHASE DIRECTLY FROM THE CONTRACTOR WITHOUT STATE INVOLVEMENT.

AWARD CATEGORIES AND BRANDS

Routers: Cisco

Switches-Cisco

Discounts:

1. Siemens will provide the WSCA States with a discount of 30% off of the list price for Cisco-manufactured Products.
2. Siemens will provide the applicable services set forth in the SmartServe Support Service Plan as detailed by the following rates in Siemens Direct Territory:
 - Remote Only 247 Plan: 8% off of the Manufacturer's Catalog List Price
 - Remote 247 and Parts: 10% off of the Manufacturer's Catalog List Price
 - On-Site 85 and Parts: 14% off of the Manufacturer's Catalog List Price
 - On-Site 85/4 and Parts: 16% off of the Manufacturer's Catalog List Price
 - On-Site 247 and Parts: 19% off of the Manufacturer's Catalog List PriceThe percentage of list will be based on applicable hardware and software list prices.
3. In Siemens Distributor Territory, and additional 2% to 6% may be applicable for the on-site SmartServe support service options available from Siemens. The exact additional percentage charges will be dependent on the distributor used, the configuration content and the location of the product to be maintained. Therefore, the percentage range applicable for maintenance charges in Distributor Territory are as follows:
 - On-Site 85 and Parts: 14% to 20% off of the Manufacturer's Catalog List Price
 - On-Site 85/4 and Parts: 16% to 22% off of the Manufacturer's Catalog List Price
 - On-Site 247 and Parts: 19% to 25% off of the Manufacturer's Catalog List PriceThe percentage of list will be based on applicable hardware and software list prices.
4. Pricing set forth on the Pricing Configuration Forms does not include labor charges. The pricing is for hardware only.

Price List

To access the website for price list, go to www.siemensenterprise.com/contracts/wsca_discount_103002.xls

WSCA Website:

<http://www.aboutwsca.org>

FINET COMMODITY CODE(S):

2046400000-NETWORK COMPONENTS: ADAPTER CARDS, BRIDGES, CONNECTORS, EXPANSION MODULES/PORTS, HUBS, LINE DRIVERS, MSAUS, ROUTERS, TRANSCEIVERS, ETC.

2062300000-COMMUNICATION PROCESSORS AND PROTOCOL CONVERTORS: FRONT-END PROCESSOR, PROTOCOL INTERCHANGE, SWITCHING CONTROLS, ETC.

2062100000-COMMUNICATION CONTROL UNITS: CONCENTRATORS, MULTIPLEXORS, COUPLERS, ETC.